



Make Room For Six More Members

When You Re-organize Your Club-of-Ten

Of course, you will re-organize your Club-of-Ten during this Contest! If monthly orders will not bring the present series of orders to a conclusion before May 20th, arrange to send the orders oftener, so that you can re-organize before the Contest closes. This you can easily do by sending your orders in every two or three weeks!

The re-organization of a Club-of-Ten as a Club-of-Ten will merely give you 2,000 Contest Credits—a worth-while addition at any time, but not one-third as attractive as the 6,400 Credits which are within your grasp by the simple addition of six new members to your Club! Every Club re-organized by you during this Contest should therefore be re-organized as a Club-of-Sixteen!

A Wise Hint From Mrs. Christy!

MRS. CHRISTY gave another wise hint to Secretaries when she said, "I formed an endless chain!" See if you can form an endless chain this week which will lead, before you know it, into more Clubs-of-Sixteen than you have even dreamed of! Of each new Club-member that you secure ask the names of several of her friends. Enroll those friends and from them secure the names of *their* relatives and friends!

"Endless?" Of course, it is endless, because you will find all around you that spirit of helpful good-will and interest in your success! And you can easily transform that interest, that good-will into Credits!

Make This Your Slogan.

THEN let your February slogan be, "I will use the Club-of-Sixteen key to Contest success."

If you do this earnestly and with determination you will, undoubtedly, have the additional pleasure of being one of the winners of the "inner" monthly February prizes—2,000 additional Credits and a Sterling-Silver Souvenir Spoon!

We have an interesting circular entitled "The Larkin Club-of-Sixteen" which will tell you everything about organizing and conducting a Club-of-Sixteen. We will send you one FREE if you will write us for it.

Larkin Co.

BUFFALO
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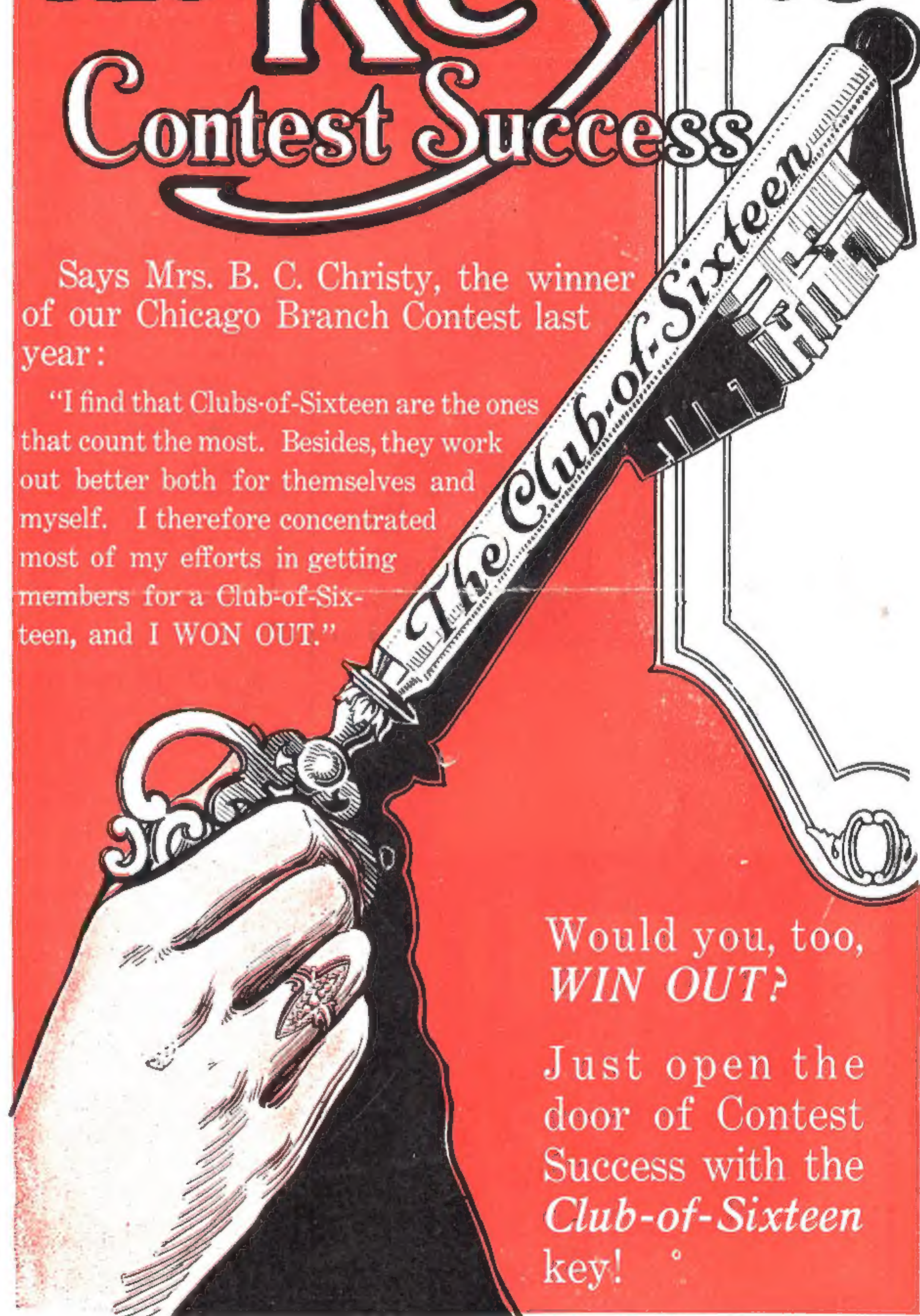
CHICAGO

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The Key to Contest Success

Says Mrs. B. C. Christy, the winner of our Chicago Branch Contest last year:

"I find that Clubs-of-Sixteen are the ones that count the most. Besides, they work out better both for themselves and myself. I therefore concentrated most of my efforts in getting members for a Club-of-Sixteen, and I WON OUT."



Would you, too,
WIN OUT?

Just open the
door of Contest
Success with the
Club-of-Sixteen
key!

You Get Big Rewards, Too, For Each Club-of-Sixteen



LOOK at the beautiful, Mahogany, parlor furniture shown at the left. It represents the regular Rewards (including an Extra Sales Reward of \$6.40) which any Larkin Club Secretary may earn by running a single Club-of-Sixteen!

Little wonder that Larkin Secretaries everywhere are enthusiastic and delighted over the Club-of-Sixteen. Its Rewards are more than triple those paid for a Club-of-Ten. Furthermore a Larkin Club-of-Sixteen is just as easy to organize, and operate; and is more satisfactory to the members than the Club-of-Ten.

What The Secretary Gets

The Secretary of a Club-of-Sixteen receives the following Rewards: For each of the 16 orders she earns \$4 in Larkin Coupons and \$1, Present for Cash, in Larkin Products.

For the entire series of sixteen orders her Premium-Rewards total \$64. But this is not all. In addition she also has \$16 worth of Larkin Products as Presents for Cash.

And—if she re-organizes into a Club-of-Sixteen within forty-five days after her present Club expires, we will give her as an Extra Reward any Premium given with \$6.40 worth of Products. Note the grand total of your

Rewards and Presents for Cash—\$86.40 worth of Products, OR Cash Presents of \$16 worth of Products and your selection of Premiums given with purchases of \$70.40 worth of Products!

Think of the pleasure of spending \$70.40 worth of Larkin Coupons in the pages of the Larkin Catalog, and resolve now that you will organize your Club-of-Sixteen during February.

Easy to Organize a Club-of-Sixteen

A Larkin Club-of-Sixteen is organized by obtaining 16 members who will each buy \$1.25 worth of Larkin Products each month for 16 months. Each member is thus entitled to any Larkin Premium given with a \$20 purchase of Larkin Products.

Each member receives one Premium given with a \$10 purchase with one of the *first* eight orders, and another Premium of the same value with the *second* eight. Or she may take Coupons when her first Premium is due, save them until her second Premium is due, and thus get a Premium at that time that is given with a \$20 purchase.

This means twice the Premiums that the member would get through the Club-of-Ten, so you can appreciate how eager they are to join when the Club-of-Sixteen is explained to them.

Every Club-of-Sixteen You Organize Also Counts You 6,400 Credits in the Nation-Wide Prize Contest.

AND the best part of it all is that in addition to the wonderful Rewards you earn by conducting a Club-of-Sixteen you get 6,400 Credits in the Contest, besides, for each Club-of-Sixteen you form! If you organize one Club-of-Sixteen, therefore, your earnings total \$86.40 and 6,400 Contest Credits, if you form two Clubs-of-Sixteen they total, \$172.80 and 12,800 Contest Credits, etc. Big Rewards! You can get them by organizing a new Club-of-Sixteen, or by re-organizing old Clubs-of-Ten when they run out, into Clubs-of-Sixteen. Read on the next page how to re-organize old Clubs-of-Ten into Clubs-of-Sixteen.

You, too, want to be one of the fortunate Secretaries to make that wonderful free trip to Niagara Falls, Buffalo and the Larkin Factories, in July! Remember, that the only way to make that trip is through Credits earned in the organization of Larkin Clubs. In earning Credits, the Club-of-Sixteen counts most. A Club-of-Sixteen is over three times as valuable as a Club-of-Ten. Is it any wonder that we urge you to

Take Mrs. Christy's Advice and Organize Clubs-of-Sixteen!

